



**FirstService
PGP Valuation**

Appraisal Ordering & Review

Orientation

Prepared for:

Appraisal Summit

August, 2010

Introducing Our FSPGP Team

Joe Fitzpatrick

Executive Team – Program Executive

Joe.fitzpatrick@firstservicepgp.com

Lance Dore, MAI, FRICS

Executive Team – VP Client Services

Lance.dore@firstservicepgp.com

Trisha Guarnieri, MAI, MRICS

Director – FDIC Review

Trisha.guarnieri@firstservicepgp.com

Brian Eckels

FDIC, Program Manager

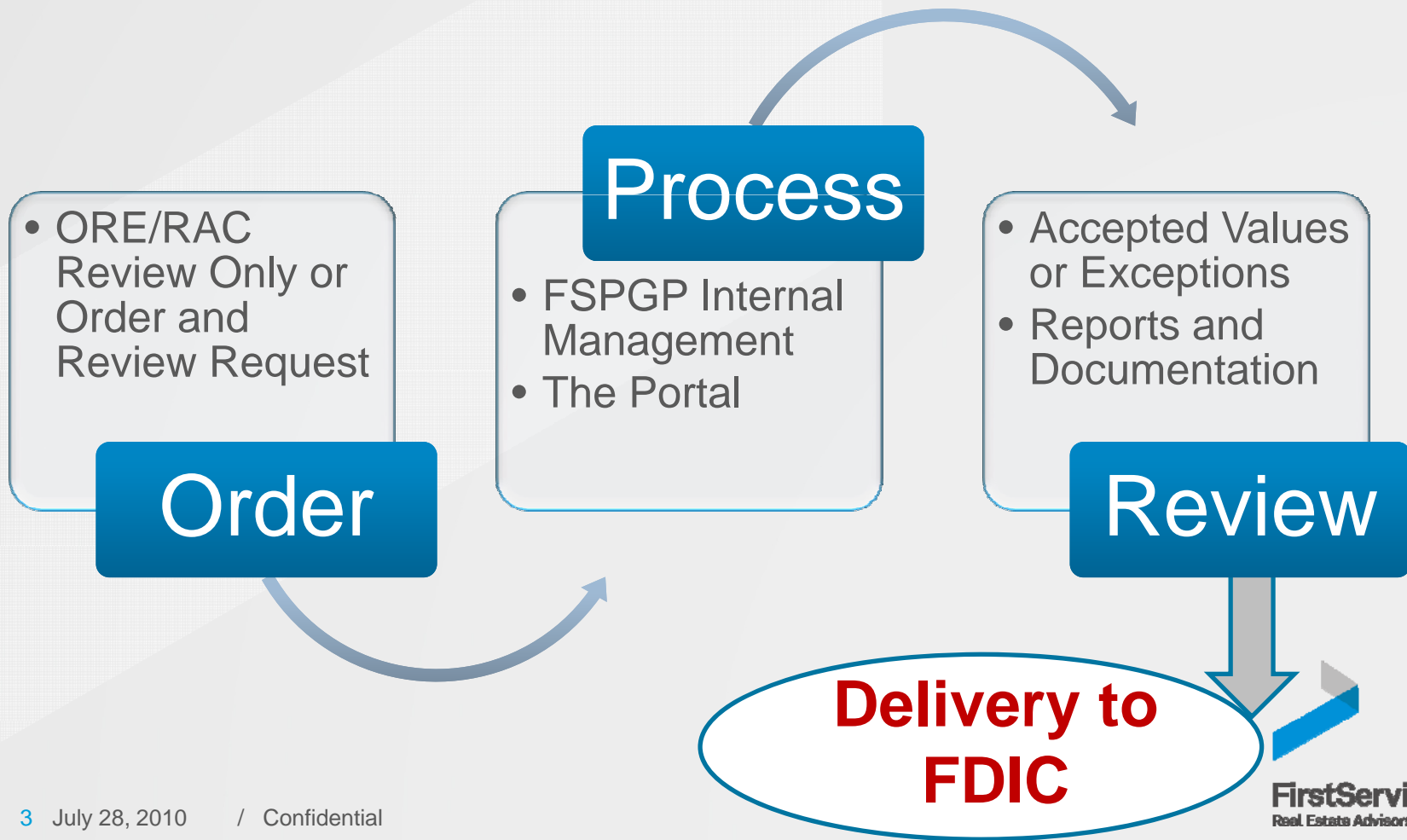
Brian.Eckels@firstservicepgp.com

Sheleen Scharf

FDIC, Account Manager

Sheleen.scharf@firstservicepgp.com

Primary Program Elements



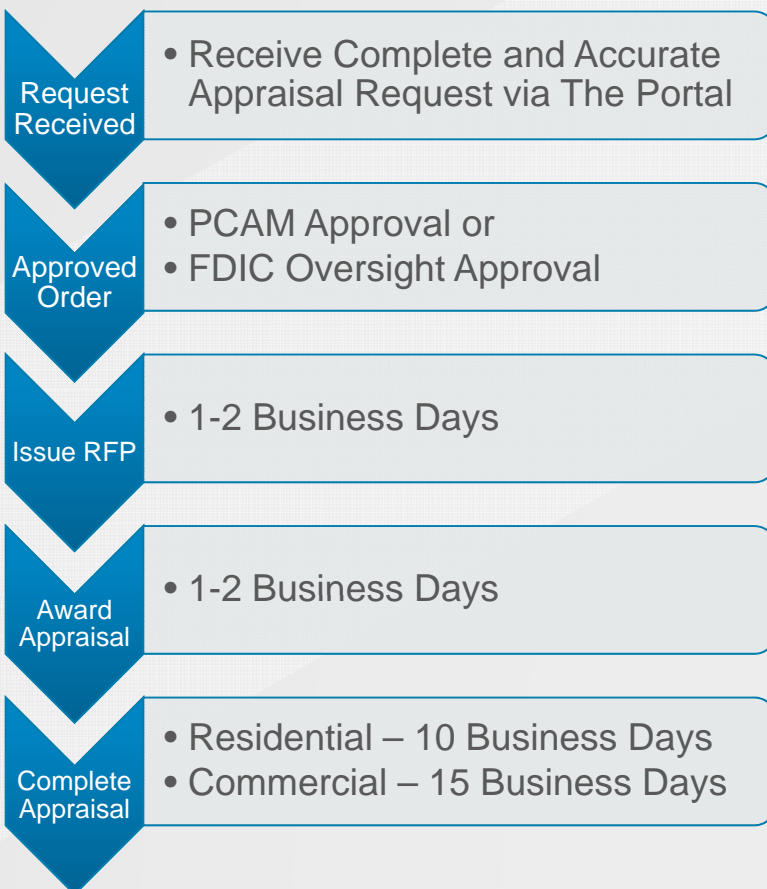
Key Ordering Parameters

Number of Appraisal We Are Required to Order

- One (1) Appraisal if Property Value Less Than \$5,000,000
- Two (2) Appraisals if Property Value Greater Than \$5,000,000

Key Milestones and Timing

Phase 1 – Appraisal Order



Phase 2 – Appraisal Review



Vendor Management

First or Last Name Search/Show Vendors

RFP Candidates
Search returned 68 Vendors; 29 Vendors preselected

Lastname, Firstname (Type)-Company-Home State
Anderson, Rhonda (C)-CB Richard Ellis, INC-GA
Kendall, Gregory P. (C)-RERC / RERC Hospita...-AL
Wilton, James (C)-Appraisal Source of NW FI...-FL
Gill (P), Cash (AgC)-Gill Group, Inc.-MO
Nelson, Jay (AgC)-Alabama Commercial Apprai...-AL
Dodds, O. Marshall (RC)-Marshall Dodds Comp...-SC
Baker, Christopher A. (RC)-Baker Valuation-AL
Woodall, Larry R. (RC)-Collateral Evaluatio...-GA
Sparks, Ron (C)-Colliers Arnold Valuation S...-FL
Duplantis, Stephen D. (C)-CB Richard Ellis,...-TX

Selected RFP Recipients

Ball, Quentin O. (AgC)-Kirkland & Company-AL
Graham, Steven V. (C)-Graham & Company,LLC-AL
Joseph, Dennis M. (C)-Joseph and Company, P...-AL
Mallette III, Reese E. (AgC)-Mallette Appra...-AL
Rau, Timothy U. (C)-Cushman & Wakefield of ...-AL
Shute, William H. (AgC)-Shute Appraisal-AL
Stephens, J. Craig J. (C)-Real Estate Matri...-AL
Summers, David W. (C)-Joseph & Company-AL
Wombwell, Robert B. (C)-Wombwell Appraisal ...-AL

View Vendor Performance Send RFP

Type Index: A = Agricultural
C - Commercial
R - Residential

Screenshot of vendor selection example for specific market

Vendor Performance (Scorecard)

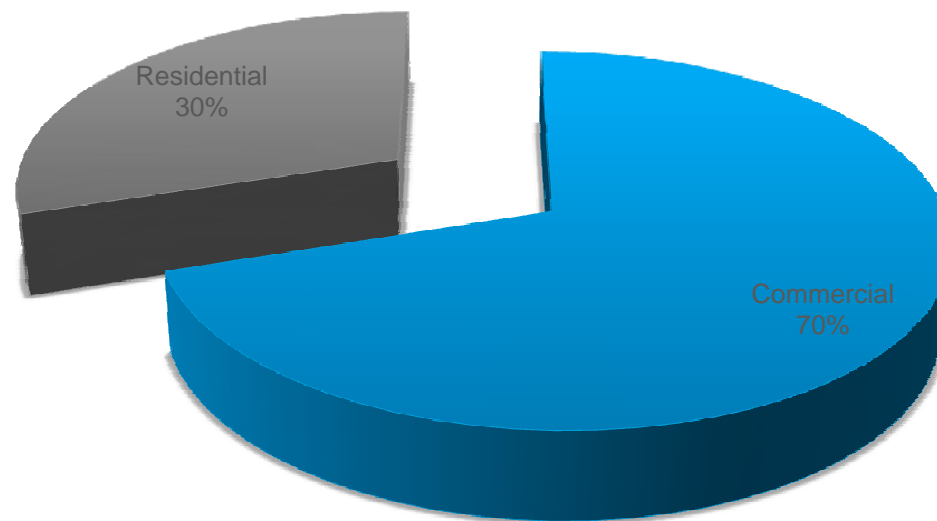
Vendor Contact Information for Karl Baltutat(Qualified-Active):						
Company	Address	PhoneNumber	FaxNumber	Email	Rating	
Karl Baltutat Valuation Services LLC	321 North Kenneth Place Chandler, AZ 85226	480-893-1446	480-893-1599	karl@kbvs.com		
Performance Comments:	-- 1/20/2010 7:29:25 AM					
Vendor Performance Summary for Karl Baltutat:						
Click on the Project #: for Vendor Performance Comments.						
Work in Progress - APPRAISAL						
Project #:	Property Type	Days Past Due	Gross Turndays	Net Turndays	Due Date	Report Card
10-000313-01	Land-Land Residential (Single Family 5+ Lots)		23	23	2/26/2010	
10-000306-01	Land-Land Residential (Single Family 5+ Lots)		23	23	2/23/2010	
10-000326-01	Multi-Family-Other		23	23	2/23/2010	
10-000354-01	Land-Other		23	23	2/23/2010	
Work Completed - APPRAISAL						
Project #:	Property Type	Days Past Due	Gross Turndays	Net Turndays	Due Date	Report Card
10-000230-01	Land-Subdivision-Residential (5+ Lots)		24	24	2/11/2010	5 (Exceeds)
10-000240-01	Land-Subdivision-Residential (5+ Lots)		11	11	1/29/2010	5 (Exceeds)

Screenshot of sample of vendor scorecard

Vendor Panel

Nationwide Vendors

■ Commercial ■ Residential



Approximately **5,600** appraisal firms nationwide

TOP TEN - HELPFUL HINTS

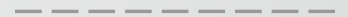
1. Include Letter of Engagement in Addendum
2. Include Your Contact Information (Phone/E-Mail)
3. Include Interviews/Current Listings when Possible or Note Otherwise
4. Confirm that Work Provided is Consistent with Scope or Work Requested
5. Contact the FSPGP Account Manager Noted in the LOE the Moment There Is An Issue with Access/Property Information
6. Include a Plat Map and/or Parcel Map of the Property
7. Include Asset Number/Financial Bank/FIN Number on the Cover/Letter of Transmittal for Reference
8. Include Insurable Value (Including on Condos)
9. Include a Copy of Your Appraiser License In Addendum
10. Do Not Include any Prohibitive Use Clauses (FOIA Requirement)



**FirstService
PGP Valuation**



Thank You



Date, 2010